

## Message Text

UNCLASSIFIED

PAGE 01 VIENNA 06734 211638Z  
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 /020 W  
-----019438 220233Z /66

R 211545Z JUL 77  
FM AMEMBASSY VIENNA  
TO SECSTATE WASHDC 2638  
INFO USDOC WASHDC

UNCLAS VIENNA 6734

FOR WASHINGTON COMMERCIAL ACTION GROUP

EO 11652: NA  
TAGS: BEXP, AU  
SUBJECT: FY77 CCP: THIRD QUARTER REPORT

1. POST CAG MET JULY 12 TO REVIEW PROGRESS DURING THE THIRD  
QUARTER AND EXPLORE PROBLEM AREAS.

2. SCHEDULED CAMPAIGNS:

A) BUSINESS MACHINES: ALL MILESTONES COMPLETED. SEE  
VIENNA A-290 WHICH REPORTS IN DETAIL ON BIO AT IFABO 77,  
MAY 11-14. THREE TO'S SUBMITTED DURING QUARTER.

B) BUILDING MATERIALS/EQUIPMENT: ALL PERTINENT MILE-  
STONES ACCOMPLISHED. TEN TO'S SUBMITTED DURING QUARTER.

C) CONSUMER GOODS: ALL MILESTONES ACCOMPLISHED WITH  
EXCEPTION OF ACTIONS 3 AND 4 OF CAMPAIGN WHICH ARE NO LONGER  
APPLICABLE (SEE VIENNA 0343). VIENNA WILL SPONSOR U.S.  
HOUSEWARES UNIVERSAL SHOWCASE WHICH WILL BE HELD SEPTEMBER  
28-30 AT THE EXHIBITION HALL OF WIFI  
(WIRTSCHAFTSFOERDERUNGSMUSEUM DER KAMMER DER  
GEWEBLICHEN WIRTSCHAFT WIEN). SHOWCASE, ALTHOUGH ONE  
OF MAJOR TRADE PROMOTION EVENTS OF FY77, IS BEING PRE-  
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SENTED IN VIENNA IN RESPONSE TO USDOC REQUEST IN  
FEB. 1977 AND IS THEREFORE NOT SCHEDULED IN CCP  
DOCUMENT. PRESENTATION OF SHOWCASE WILL REQUIRE SUB-  
STANTIAL ADDITIONAL OFFICER AND FSL MANHOURS. THIRTEEN  
TO'S SUBMITTED DURING QUARTER.

D) PRINTING AND GRAPHIC ARTS: ALL MILESTONES

ACCOMPLISHED EXCEPT FOR ACTION NO. 4, FOLLOW-UP MEETINGS WITH VISITORS TO GRAPHIC ARTS SHOW IN CHARLOTTE, N.C. IN MARCH. POST EFFORTS TO PROMOTE VISITS TO SHOW WERE UNSUCCESSFUL, PROBABLY DUE TO FACT THAT AUSTRIANS ALSO HAD OPTION OF VISITING DRUPA FAIR IN DUESSELDORF IN JUNE. SIX TO'S SUBMITTED DURING QUARTER.

E) ELECTRONIC COMPONENTS: ALL SCHEDULED ACTIONS ACCOMPLISHED WITH THE EXCEPTION OF DESK STUDY. CAM-PAIGN MANAGER WAS IN U.S. FOR 6 WEEKS, PARTICIPATING IN USDOC TRAINING PROGRAM FOR SENIOR FSL'S AND SUBSEQUENTLY WAS ON EXTENDED SICK LEAVE. BECAUSE OF THIS, WE WILL COMPILE SOME INFORMATION

FOR SPECIFIC OPERATIONS PURPOSES BUT MUST CUT BACK DESK STUDY TARGET. EIGHT TO'S REPORTED DURING QUARTER.

3. NON-CAMPAIGN ACTIVITIES:

A) EMBASSY SPONSORED SPRECHTAGE IN FELDKIRCH AND INNSBRUCK, JUNE 28 AND 29. THE SPRECHTAGE DEVELOPED ONE LICENSING OPPORTUNITY, THREE REVERSE LICENSING OPPORTUNITIES AND ONE TO.

B) DUE TO RESIGNATION OF COMMERCIAL LIBRARIAN WHOSE DUTIES ALSO UNCLASSIFIED

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INCLUDED UPDATING OF FOREIGN TRADERS INDEX, , AND DELAYS IN STATE'S AUTHORIZATION TO FILL THIS VACANCY, EMBASSY WILL BE UNABLE TO MEET DEADLINE FOR SUBMITTING UPDATED FTI. WE ALSO HAVE HAD TO CLOS LIBRARY PART TIME.

TOTAL REPORTS SUBMITTED DURING QUARTER:

PTO: 38

LICENSING/JOINT VENTURES 14

ADS: 8

WTDR: 30. MEEHAN

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NNN

## Message Attributes

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**Review Markings:**  
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